

## Message Text

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PAGE 01 PEKING 00523 110436Z

12

ACTION EA-14

INFO OCT-01 ADP-00 CIAE-00 COME-00 EB-11 INR-10 LAB-06

NSAE-00 PA-03 RSC-01 SIL-01 USIA-12 PRS-01 SS-15

NSC-10 SAJ-01 EUR-25 RSR-01 /112 W

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R 110240Z JUL 73

FM USLO PEKING

TO SECSTATE WASHDC 0399

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: BEXP, ETRD, CH

SUBJECT: USLO AND HONG KONG CONGEN PRESENCE AT CANTON FAIRS.

REF: HONG KONG 6579

BEGIN SUMMARY: ALTHOUGH WE HAVE A SLIGHTLY DIFFERENT VIEW OF OUR OWN ROLE AT CANTON TRADE FAIRS, USLO IS IN GENERAL AGREEMENT WITH THE RECOMMENDATIONS OUTLINED IN THE REFTEL. WE SEE LITTLE DIFFICULTY IN THEIR IMPLEMENTATION FOR THE FORTHCOMING FALL FAIR. END SUMMARY.

1. USLO FULLY SUPPORTS RECOMMENDATIONS OUTLINED IN PARAS 3-7 REFTEL CONCERNING SERVICES TO BE PROVIDED AT CANTON FAIRS. MOST ARE NOW BEING PROVIDED BY OTHER GOVERNMENTS SUCH AS UK AND CANADA, AND WE SEE LITTLE DIFFICULTY IN ACHIEVING THEIR IMPLEMENTATION AT THE 1973 FALL CANTON FAIR. IN ADDITION, WE HAVE FOLLOWING OBSERVATIONS ON USLO AND CONGEN PRESENCE AT THE SEMI-ANNUAL FAIRS.

2. IN GENERAL, WE DO NOT THINK THAT USLO OFFICERS AT THE FAIR SHOULD BE CONSIDERED AS SUPPLEMENTAL PERSONNEL. IN VIEW OF USLO'S SIGNIFICANT ROLE IN SINO-US BUSINESS CONTACTS, NOT ONLY IN PEKING BUT THROUGH CORRESPONDENCE WITH

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PAGE 02 PEKING 00523 110436Z

MANY U.S. FIRMS, WE BELIEVE USLO OFFICERS SHOULD, AS A

MATTER OF COURSE, ATTEND THE TRADE FAIRS. OUR BUSINESSMEN (SOME OF WHOM PROCEED TO PEKING AFTER CANTON) WILL EXPECT TO MEET US THERE, AND WE SHOULD OBLIGE. IN ADDITION TO PROVIDING VALUABLE ADVISORY SERVICES, USLO OFFICERS CAN ALSO PROVIDE USEFUL LIAISON BETWEEN US BUSINESSMEN AND THEIR CHINESE COUNTERPARTS, MANY OF WHOM WE WILL KNOW THROUGH CONTACTS IN PEKING. IN PRINCIPLE, AN OFFICER FROM PEKING SHOULD BE PRESENT AT EACH FAIR OPENING TO DEMONSTRATE THE IMPORTANCE WHICH USLO ATTACHES TO THIS MAJOR CHINA TRADING EVENT.

3. AT THE SAME TIME, THE PROXIMITY OF HONG KONG TO CANTON, ITS ROLE AS A GATEWAY TO THE FAIRS, THE CONGEN'S HIGH DEGREE OF EXPERTISE ON PRC ECONOMIC AND COMMERCIAL MATTERS, AND THE ANALYTICAL REPORTING FUNCTION WHICH THE CONGEN PERFORMS, ARGUE STRONGLY FOR AN IMPORTANT CONGEN ROLE AT THE FAIRS. BY COOPERATING WITH OUR CONGEN COLLEAGUES IN COVERING EACH FAIR, WE CAN ENSURE THAT OUR BUSINESSMEN GET THE BEST AVAILABLE SUPPORT SERVICES.

4. TO ENSURE SMOOTH OPERATION AND CONTINUITY OF COVERAGE, WE THINK THE NUMBER OF OFFICERS COVERING THE FAIR SHOULD BE LIMITED TO FOUR (TWO FROM USLO, TWO FROM HONG KONG), WITH NO FEWER THAN ONE AND NO MORE THAN TWO AT THE FAIR AT ANY GIVEN TIME. OUR GENERAL PLAN FOR THE FALL FAIR WOULD BE TO HAVE COMMERCIAL/ECONOMIC SECTION CHIEF HOROWITZ ATTEND THE OPENING AND FIRST SEVEN OR TEN DAYS. COMMERCIAL/ECONOMIC OFFICER ROPE WOULD BE ON HAND LATER IN THE FAIR. CONGEN OFFICERS COULD OVERLAP WITH USLO REPRESENTATIVES AND PROVIDE ADDITIONAL COVERAGE FOR PERIODS WHEN NO USLO OFFICER PRESENT. WE ASSUME THE CONGEN CHINA TRADE REPORTING OFFICER WOULD COVER THE FINAL DAYS OF THE FAIR AND PREPARE THE USUAL OVERALL FAIR ANALYSIS AFTERWARDS.

5. CERTAIN ADMINISTRATIVE ARRANGEMENTS, E.G., TEMPORARY IMPORT PRIVILEGES, RESERVATIONS FOR THE HOTEL SUITE, AND VISAS FOR CONGEN OFFICERS CAN BEST BE MADE THROUGH USLO IN PEKING. AS FAR AS POSSIBLE, HOWEVER, LOGISTICSUPPORT SHOULD COME FROM HONG KONG. THESE DETAILS CAN BE WORKED LIMITED OFFICIAL USE

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PAGE 03 PEKING 00523 110436Z

OUT LATER, BUT IN THE MEANTIME WE SUGGEST THAT CONGEN HONG KONG CONTINUE TO EXPLORE POSSIBILITY OF OBTAINING SUITABLE DESK-TOP COPIER.

6. WE AGREE THAT A FAIR BROCHURE SHOULD BE PREPARED AND WE WOULD BE INTERESTED IN REVIEWING THE DRAFT, WITH AN EYE TO PROVIDING SUPPLEMENTAL INFORMATION OR SUGGESTIONS BASED ON OUR EXPERIENCE IN PEKING.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** willialc  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973PEKING00523  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
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**Handling Restrictions:** n/a  
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**Line Count:** 116  
**Locator:** TEXT ON-LINE  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 73 HONG KONG 6579  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** willialc  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 30 JUL 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <30-Jul-2001 by kellew0>; APPROVED <23-Aug-2001 by willialc>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** USLO AND HONG KONG CONGEN PRESENCE AT CANTON FAIRS.  
**TAGS:** BEXP, ETRD, CH  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005